



# Motivation

# Vocabulary

**Arouse:** to stir to action or strong response; excite

**Intrinsic:** belonging to a thing by its very nature

**Hierarchy:** any system of persons or things ranked one above another.

**Satisfiers:** to fulfill the desires, expectations, needs, or demands of (a person, the mind, etc.); give full contentment. Antonym Dissatisfiers

**Peers:** a person who is equal to another in abilities, qualifications, age, background, and social status.

**Valence:** capacity of one person or thing to react with or affect another in some special way.

# Introduction

The creation of the desire and willingness to perform the job efficiently is known as motivation. Motivating means encouraging people to take more initiative and interest in the work assigned. It is an art of getting things done willingly from others.

Motivation at work has been defined as 'the sum of the processes that influence the arousal, direction, and maintenance of behaviors relevant to work settings'.

